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DoMORE®

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DOOSAN

DEMO BOSS

If there's one thing that excites demolition specialist John Caravella, it's the thrill of climbing into an excavator and surgically demolishing a structure. He's been doing it for more than three decades and has become known in New Jersey as a leader in the industry.

Caravella, 43, is the owner of Caravella Demolition, an East Hanover, New Jersey, demolition firm that specializes in concrete crushing, excavating and site development. Not afraid to take on any challenges, the company works in residential, commercial, industrial and institutional settings and is on call 24/7 to help local emergency responders demolish damaged or burned structures.

Born into construction

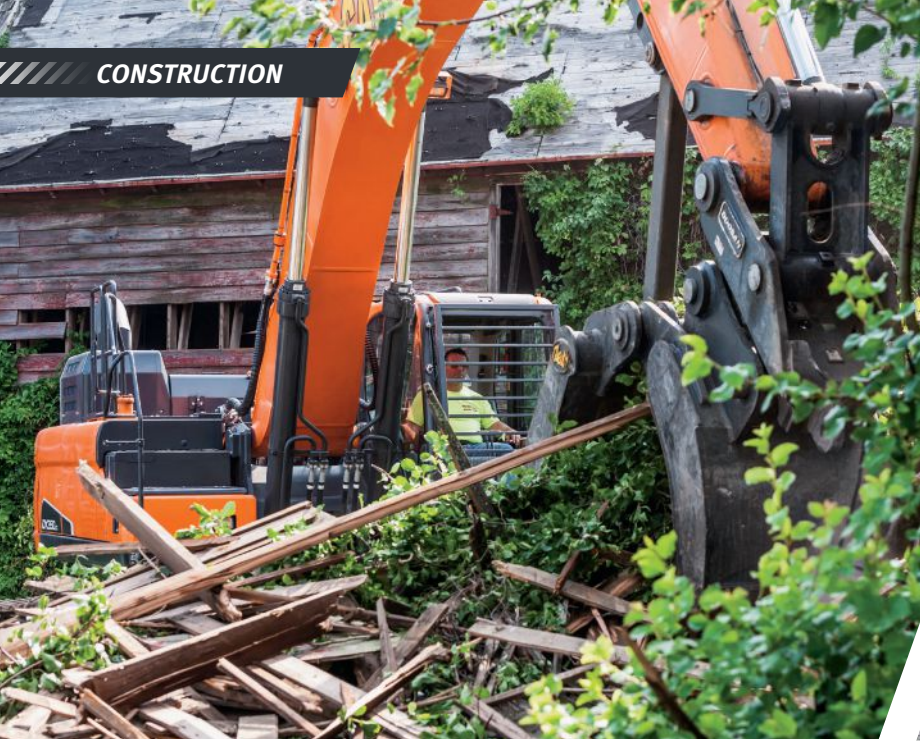
Following in the footsteps of his grandfather and father, Caravella recalls helping his father lift and move bricks and blocks, and mixing cement when he was just 6 years old. His grandfather started the construction company in 1928 and did general construction for many years before turning the business over to Caravella's father. In the 1980s, Caravella and his brother began working for their father, learning the ropes of construction and gaining experience by operating equipment.

When Caravella took over the family business, he decided to evolve the traditional construction company into a demolition-focused business, and in 1985 he incorporated Caravella Demolition.

continued on page 4

COMPANY INFO

Business: Caravella Demolition Inc.
In business since: 1928
Location: East Hanover, New Jersey
Doosan machine: DX350LC-5 crawler excavator
Doosan dealer: Hoffman Equipment



He says the company does all kinds of demolition – bridges, buildings, roads … "the whole nine yards," but much of its work is demolishing homes and buildings for two reasons: 1. Builders want to build new homes and need to remove the existing homes, and 2. Damaged or destroyed homes in flood buyout areas need to be removed.

"Hurricane Sandy really took a toll on certain towns in New Jersey," Caravella says. "The state is buying out homeowners in flood-prone areas, and we're knocking them down to make them green, open space areas."

When he climbs into the seat of an excavator, such as his Doosan® DX350LC-5, what he does could be considered a work of art. He says not just anyone can tear down a building, especially when it's positioned between two existing structures that are still being occupied. "You can't just get on a machine and think you're an operator and can do this," he says. "When you're pulling a wall over, you need to grab the whole wall and take the whole wall with you, or that wall is going the other way."

Full-service demo

Caravella's company does full-service demolition with a process that has been refined to near perfection. "We knock down the structure, clean up all the demo, sweep the basement and get all the wood," he explains. "It only takes me 20 to 25 minutes to knock the house down. We'll load our dump trailers and use trucks to transport the trailers to a sanitary landfill. Then we'll put the bucket on the Doosan excavator and we'll dig it all out. We'll bust up the basements, and we'll get three or four loads of concrete. I usually do a house in one day. I'm done seeding or laying sod by 2 or 3 p.m."

Ed Cilli of Hoffman Equipment with John Caravella.

A growing part of what Caravella does is recycling demolition waste. He says that part of the demolition process has really changed since he started knocking down homes in the 1980s. No longer does everything go into a roll-off container and then to a landfill. Caravella's company is doing its part to divert recycling materials to facilities where they can be processed and eventually reused.

"After we knock the structure down, we wet it and separate as much as we can for recyclables," he says. "We'll take the metal out, including copper, and we'll process it. Back in the '80s, we threw most of the stuff out. There was no separating of the wood."

In 2016, Caravella purchased his first Doosan excavator – a DX350LC-5 – from Hoffman Equipment, the local Doosan equipment dealer serving Eastern New Jersey. A big part of his decision was based on his previous relationship with Hoffman Equipment sales specialist Ed Cilli. The two met when Caravella was doing some work for another demolition company in the area. Cilli came through when Caravella was in a pinch, and Caravella never forgot about it. Since adding the DX350LC-5 to his fleet, Caravella has been very pleased with the machine and its performance.

"The DX350LC-5 is an all-purpose machine," he says. "Plus, it's very maneuverable. I can put it at a residential or commercial jobsite because it's the perfect size for most of the jobs we do. It has a tremendous amount of power.

"I also like the rearview camera and good visibility from inside the cab when I'm backing up because I can look at the camera view on the display or look out the rearview window. When you don't have good visibility and you're in a piece of equipment like this, you can get yourself in some trouble."

> IT'S THE PERFECT SIZE FOR MOST OF THE JOBS WE DO. **IT HAS A TREMENDOUS AMOUNT OF POWER.**
>
> **– JOHN CARAVELLA** / Caravella Demolition

Growing awareness with TV spots, social media

A few years ago, Caravella auditioned to appear on a television show called "Machines of Glory," a program that aired on the Discovery Channel. He says his company was selected from "millions" of entries to represent the east coast in a battle against a west coast company.

It involved completing a variety of obstacles using construction equipment, and he competed with his brother and cousin, eventually winning and netting $12,000 in prizes.

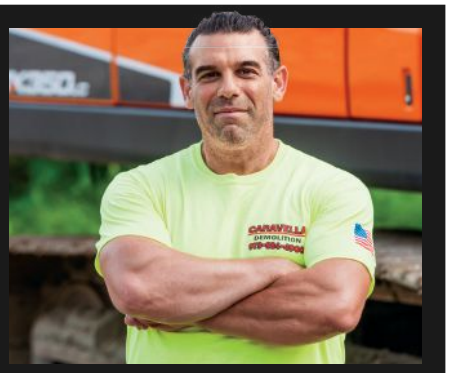
Following the appearance on the Discovery Channel, Caravella participated in a pilot for a production company. That's when he says Hoffman Equipment really stepped up and made a positive impression, providing equipment to help knock down a 750,000-square-foot building in East Hanover.

"What Hoffman Equipment and Doosan did for me, I will never forget," he says. "They brought me loaders, excavators and all types of equipment, and other companies didn't want to do that for me. Doosan did something very special for me. I'm a Doosan fan, and I will purchase Doosan equipment from here until I retire. My loyalty is with you till I die. All other companies can offer me $10 million in machines – I will say 'NO.'"

Following the TV success, Caravella whetted his appetite with a new medium – social media – and created his company's Facebook® page. He admits he's not a computer guy, but he couldn't pass up the opportunity to promote his company on the popular social media platform. It's an ideal way for him to share videos and pictures from his projects, as well as generate new business opportunities from people who see his online activity and what his company is capable of doing, he says.

"I have two employees in the office, and they will publish a couple of pictures to tell our fans where we're working today," he says. "If there's someone on Facebook that knows me, as far as needing a demolition job, I'm probably 99 percent getting that call."

While Caravella may be using new media outlets to promote his business, one thing hasn't changed – his passion for knocking down buildings and doing it with durable construction equipment, especially his Doosan excavator. DM



Attention to detail

Making a good first impression is important to John Caravella, so much so that his construction equipment and roll-off containers often look brand new even though they may just have been on a demolition project. "At the end of our jobs, we bring the machines back in," he says. "I have two guys power-wash the machines, clean them up, scrape the grease off and wipe them down. I have 20 or 30 gallons of Doosan paint, and my employees paint the equipment if it gets scratched. We touch the machines all up. I do it because I take pride in what I do. I'm very happy with what I do, and I just feel that when I'm out on the jobsite, when people see clean equipment, they know this is a company that takes care of their equipment."

See Caravella in action as he demolishes a structure. Visit **www.DoosanEquipment.com/Caravella** to watch a video of Caravella and his Doosan® DX350LC-5 excavator.

Doosan equipment in this story may show other than standard equipment configurations not endorsed by Doosan and may void your warranty.

COMPANY INFO
Business: Corinthian Contractors Inc.
In business since: 1999
Location: Upper Marlboro, Maryland
Doosan machines: DX300LC-5 (two), DX235LCR-5 (two), DX180LC-5, DX140LCR-5 and DX85R-3 crawler excavators; DL250-5 wheel loader
Doosan dealer: H&E Equipment Services

TRAFFIC JAM CLEARS THE WAY FOR DOOSAN EQUIPMENT

A 25-year veteran of the construction business, Corinthian Contractors owner Jamie Doll has never been especially loyal to one brand of equipment. If a machine worked and he could get it at the right price, he bought it. If he had problems with a machine, he didn't buy that brand again.

When the Maryland-based general contracting company was awarded a subcontractor bid in late 2015 to do excavation, material hauling and placement service work for the high-profile Dulles Corridor Metrorail Project, Doll knew he would need the right mix of construction equipment to efficiently complete the job.

The Metrorail expansion project would require Corinthian Contractors to dig 15- to 18-foot trenches several thousand feet in length, and install eight manholes and dry utilities to provide electrical power for a new traction power substation near the Washington Dulles International Airport. The work was part of a two-phase, 23-mile extension of the Metrorail system connecting rail service from the Dulles Corridor to downtown Washington, D.C., officially known as the Silver Line, and adding 11 new stations.

The Metrorail bid was a two-year job for Corinthian Contractors, and the company dedicated equipment to the jobsite for the full length of the project. Doll knew that equipment used at the jobsite would need to be well-suited not only to the volume of work, but also the tight quarters of a shared worksite along a busy roadway.

Stop and spot orange equipment

Doll's busy schedule left him little time for negotiating with sales reps from various equipment brands hoping to win his business. When forced to a standstill in a traffic jam, however, Doll was idle just long enough to notice bright orange equipment being operated by a well-respected, reputable construction company. The Doosan® equipment had the name of the construction company on the side, along with an H&E Equipment Services decal indicating the equipment was purchased, not rented. "I knew if [that company] bought those machines, they'd done their due diligence," he says.

Never one to waste time, Doll immediately called sales rep Stu Munsell at the H&E Equipment Services branch in Dundalk, Maryland, to ask about demoing a Doosan excavator – a brand he had never operated.

> IT'S MUDDY, IT'S BUMPY, AND WHEN IT RAINS THE GROUND IS VERY THICK. **THE MACHINES ARE WELL-SUITED TO WORK THROUGH THE CONDITIONS.**
>
> **– JAMIE DOLL** / Corinthian Contractors

H&E Equipment Services sales specialist Stu Munsell with Jamie Doll.

"We knew we'd have some work – specifically the Metrorail project," Doll says. "I saw the need for the machine's power-to-weight ratio and the capability of the equipment."

Doll was impressed enough to purchase multiple Doosan machines – two Doosan crawler excavators, a DX300LC-5 and DX235LCR-5, and a Doosan DL250-5 wheel loader.

Working in close quarters

The reduced-tail-swing feature of the DX235LCR-5 excavator was a major advantage. The DX235LCR-5 is designed to work on congested jobsites without blocking traffic in the adjacent lane or sacrificing digging and lifting performance. The excavator was positioned along the median of the Dulles airport toll road, which remained open to traffic during construction. The only thing separating the heavy machinery and nearby traffic was a concrete barrier.

"You can put the DX235LCR-5 anywhere, and it's still got great capability," Doll says. "When you're working behind barriers, that reduced tail swing is No. 1. You can have confidence that the machine isn't going to impede traffic or other contractors working in the area."

Five more Doosan machines

A year into the project, Doll purchased another DX235LCR-5 and DX300LC-5, as well as three more Doosan crawler excavators: a DX85R-3, DX140LCR-5 and DX180LC-5.

The additional DX235LCR-5 and DX300LC-5 excavators joined the same models that were already dedicated to the Metrorail project, where the equipment was proven capable of removing thick overburden and forming trenches specifically for manholes. "The excavators have the capability to dig both large areas and small areas effectively," Doll says. "You don't need a different machine to match different parts of the job."

Both DX235LCR-5s were equipped with an optional quick coupler for faster bucket changes. "We've had times when we switch the buckets two to three times a day," Doll says. "It's just drop, pick it up and go. It's very easy."

Heavy lifting

While the pair of DX235LCR-5 machines offered reduced tail swing, perfect for working along the median, Corinthian Contractors tasked the two DX300LC-5 excavators with the wayside area of the project where digging through rock presented a challenge for less-powerful units.

Even in less-than-ideal conditions, the DX300LC-5 accomplished the task with ease. The permanently sealed and lubricated tracks on the machines maximize uptime. "It's muddy, it's bumpy, and when it rains the ground is very thick," Doll says. "The machines are well-suited to work through the conditions."

Since the Metrorail project wrapped up, Corinthian Contractors has taken on more high-profile projects, including a road-widening project at Marine Corps Base Quantico in Virginia. Doll knows the DX235LCR-5 will provide yet another advantage when it's transported to the new jobsite.

"The DX235LCR-5 can be hauled on our lowboy (trailer) from site to site," he says. The DX235LCR-5 excavator is the maximum weight that can be hauled without a permit. "Every time we need a permit to move a machine, the cost is $1,500. That's a nice savings."

More than power and performance

Although the Doosan machines have been a smart investment for Corinthian Contractors, the equipment performance isn't the only factor turning Doll into a loyal Doosan customer. "There's a commitment to support that I haven't seen before," he says of H&E Equipment Services.

Doll relies on H&E Equipment for its preventive maintenance program. "It's easier to pay for the PM program and have H&E manage the maintenance," Doll says. "It's less time for my guys to do it. It's scheduled, it's necessary and it helps with the resale process when you have that service report from the dealership."

With more work ahead, Doll knows his seven Doosan crawler excavators and one Doosan wheel loader are up to the challenge. "I don't want to buy anything else," he says. Whether the jobsite calls for precision in confined areas or powerful digging in wide-open spaces, he has the right mix of construction equipment to efficiently complete the job. DM

Visit **www.DoosanEquipment.com** and click on Crawler Excavators on the Products tab to learn more about Doosan® excavators.

RIGHT EQUIPMENT, RIGHT TIME

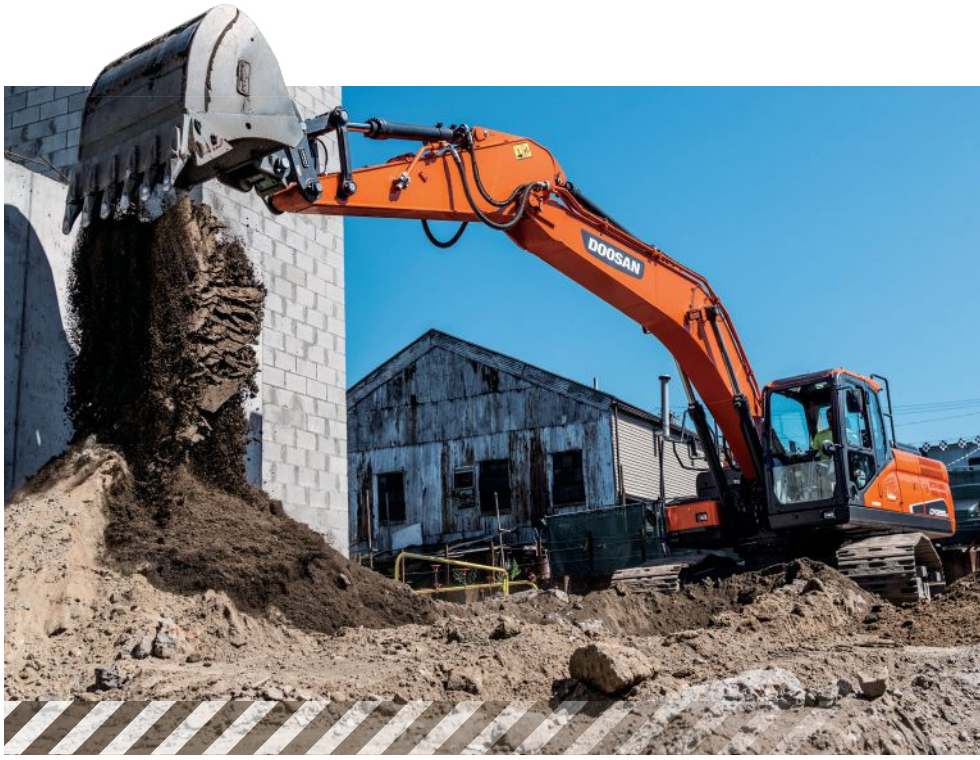
Having been in business for three-plus decades, Metro Equipment Corporation is well-acquainted with the ups and downs of the construction industry – most recently during the Great Recession when the company's business took a dramatic decline. Hiring slowed. Equipment purchases were delayed. Business has since picked up as construction, particularly commercial development, is making the Boston area one of the most sought-out places to live in the northeast.

As the Boston-area economy improved so too has the payroll at Metro Equipment, which now stands at 40 employees. Rich and his brother, Owen, and sister, Ann, started the construction firm in 1985. Today, the Sullivan trio oversees the general construction company that specializes in a variety of site work, foundations, excavation and underground utilities.

COMPANY INFO

Business: Metro Equipment Corporation
In business since: 1985
Location: Braintree, Massachusetts
Doosan machines: DX140LCR-3, DX255LC-5 and DX300LC-5 crawler excavators
Doosan dealer: Equipment East

Owen, Ann and Rich Sullivan



"All of our work is in the Greater Boston area," Rich says. "Ann is responsible for all contractual and administrative functions, while Owen does the project management and operates equipment in the field. He visits all the jobs. I do the estimating, work on new business and talk with our clients."

New equipment for new opportunities

In 2016, the company updated its construction equipment with the addition of its first two Doosan® crawler excavators – a DX140LCR-3 and a DX255LC-5 – from Equipment East. The two Doosan excavators were put to work right away as Metro Equipment had a busy year with an influx of demolition, excavation, site preparation and even playground installations.

"We had to scramble when the work came back in 2016," Rich says. "When you work for contractors, you do not set your own schedule."

At one South Boston project located at 30 B Street, three one-story structures were demolished to make way for a new five-story building that will include 32 condominiums and 33 on-site and off-street parking spaces. Metro Equipment completed much of the project's site work, including supporting the piling contractor as the shoring was installed for the underground parking garage. This required careful coordination with the general contractor and environmental engineering consultants as well as safety procedures to ensure that contaminated soils were trucked to an appropriately licensed receiving facility.

Metro Equipment employees operated the DX140LCR-3 excavator with a hydraulic breaker and a trenching bucket to handle demolition tasks, including demolishing a 9-foot-wide concrete bridge abutment, and to dig the footings and slab on grade. The reduced-tail-swing Doosan excavator is ideal for jobsite conditions in urban areas like Boston where there's often limited room to work, according to Rich. The company also installed new water, sewer, fire and drainage services.

At another residential development, Metro Equipment operated its DX225LC-5 and a breaker to remove the asphalt surface and pre-existing underground reinforced concrete foundations. This was part of phase two of a multi-year project that began in 2013 and will eventually be home to 82 contemporary condominiums and a ground-floor parking garage. After the demolition portion, the DX225LC-5 dug down 15 feet for the new foundation. To dig deep, the company installed shoring/wood sheeting so the foundation could be poured. Metro also installed the water, sewer and fire services to the street.

Underground focus

Metro Equipment has a long history of working for the Boston Water and Sewer Commission doing both scheduled and emergency underground work. In recent years the focus has been on encouraging homeowners to replace private lead-pipe water service at their property. Most of the lead pipes are at least 60 years old. Metro Equipment crews help homeowners remove the old pipe and install new copper pipe from the street to the house.

"We work for the commission every day," Rich says. "We average one to two houses per day, and they're all over the Boston area. What happened in Flint, Michigan, has put a big push on this type of work. They have to be replaced because they are lead and eventually they are going to break. Our job is to install the new pipe from the street to the house or commercial building. We dig a trench and install the new copper pipe. Most services range from 20 feet to 50 feet."

As the company's volume of work increased in 2016, Rich says it was a welcomed challenge.

"For us, that's not unusual. Working for contractors on tightly scheduled projects, you learn to be ready and to be flexible.

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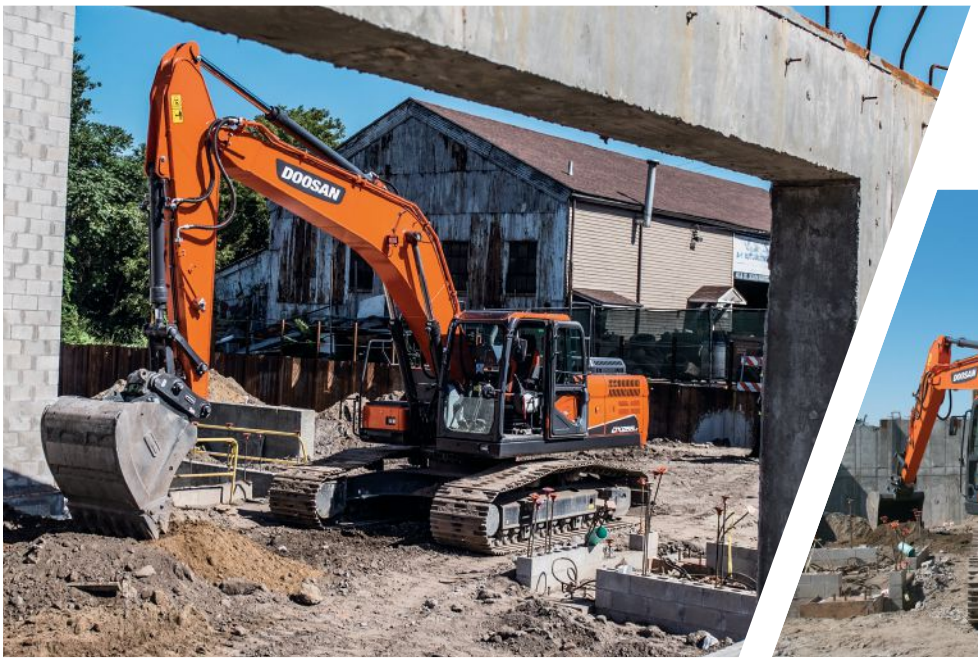

We've got the right people and the right equipment to do what's necessary to handle the work and get the job done. Bidding is real tight when work is scarce. You have to know what you are doing and have productive equipment, such as our Doosan excavators, to secure and handle high-profile jobs."

Discovering Doosan

The company's diverse work requires versatile and dependable equipment capable of demolition one day and trenching the next. "We've used many different brands of equipment during the 30 years we have been in business," Rich says. "During that time, we've come to believe that there are a lot of good machines on the market. When we looked at Doosan, we found another top-of-the-line manufacturer."

As a first-time buyer, Rich thoroughly researched the Doosan® brand and liked what he discovered. "The company is one of the biggest equipment manufacturers in the world," he says. "The fact that Doosan is very substantial is important to us. Plus, our mechanic and operators gave a thumbs-up when they tested the excavators."

After success with its first two Doosan excavators, the company purchased a third model – a DX300LC-5 – in 2017 to take on larger excavating projects.

Moving from jobsite to jobsite, each with various digging requirements, makes versatility key to Metro Equipment's success. Each Doosan excavator is equipped with a quick coupler, making it easier for the excavator operator to efficiently change attachments.

The company's Doosan excavators are regularly accompanied by three different size buckets and a hydraulic breaker to maximize their potential.

"In addition to being a very good value, I liked all the features that came standard, such as the air suspension seat and rearview camera," Rich says. "We've used the Doosan excavators at a variety of jobsites, both big and small. They are very productive."

Diversifying its fleet with right-size excavators to fit the jobs at hand has helped Metro Equipment take advantage of growing opportunities and prepare for whatever the future brings. DM

Visit **www.DoosanEquipment.com** and click on Crawler Excavators on the Products tab to learn more about Doosan® excavators.

Building neighborhood playgrounds around Boston

One area of Metro Equipment's services is playground construction. According to Owen Sullivan, this type of niche work, secured through a bidding process, has been a staple of Metro Equipment for many years. "We do two or three playgrounds a year," he says. The turnkey playground projects range from $150,000 to more than $2 million – yes, million – and the company's Doosan® excavators regularly help with the projects.

Metro acts as the general contractor and works closely with the owner and landscape architects to help install the designs. Metro completes all of the excavation, grading and concrete work before installing a new rubber surface, a drainage system, spray features and playground equipment.

SALVAGING TIMBER AT 4,500 FEET

When the National Weather Service issued a winter warning in January 2017, Don Meng, owner of Meng Logging, didn't think the storm would amount to much. But when high winds and snow whipped across the Northwest, hitting the town of Molalla, Oregon (pop. 9,139), Meng realized that the high winds were going to cause some damage. Major cleanup efforts took place in the town immediately following the storm; however, thousands of blown-down Douglas fir and Western Hemlock trees remained, located 35 miles southeast of Portland in the foothills of the Cascade Range.

This major project would require Meng Logging to use the right mix of forestry equipment, including three Doosan® log loaders, to help salvage the downed timber.

"Doosan machines have proved to be very dependable and reliable, especially while working at elevations ranging from 2,700 feet to more than 4,500 feet," Meng says. "Using the DX380LL-5, we've been able to move approximately 15 to 25 loads a day, which is good for the type of timber we are working in."

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COMPANY INFO

Business: Meng Logging
In business since: 1987
Location: Molalla, Oregon
Doosan machines: DX225LL-3, DX300LL-3 and DX380LL-5 log loaders; one DX350LC-3 and one DX350LC-5 crawler excavator
Doosan dealer: Feenaughty Machinery

For this specific project in the Cascade Range, an area Meng refers to as his backyard, he uses a combination of steep-slope and clear-cut logging to effectively remove timber. The first step consists of using a steep-slope machine to cut all of the standing logs and position them directionally toward the road. The crew then processes and loads the logs for transport using Doosan® log loaders.

"Loading timber on a log truck may sound easy, but it requires precision and a good piece of equipment," Meng says. "Prior to using Doosan log loaders, my crew was constantly repositioning the machines. I've found Doosan machines are very maneuverable, plus they have solid horsepower and strength, making it easy on my crew to effectively load more."

In addition, LED lighting helps Meng and his six operators begin their work at 1 a.m. to get a head start on the humidity and heat. The crew typically puts in an 11-hour work day depending on the project.

"Safety is No. 1 in this line of business," Meng says. "My operators need to see what they are doing at all times."

In his roots

Meng was not raised in the logging industry. His family lived in town. When Meng graduated from high school in the 1970s, he decided to make a change and bought his first log truck, hauling logs from remote forest locations to lumber mills for a living. A few years later, Meng met his wife while hauling and loading logs for her father, then he moved into thinning, clear cuts and shovel logging. Two years ago, he took the leap into steep-slope logging.

"I had grown tired of trucking and was looking for a new challenge," Meng says. "Once I was a full-time logger, I realized this was the life for me. Plus, the demand for timber was steady so I could make a living. You know, most of the time, I love being a logger, but sometimes I don't. It just depends on how things are going, but when it comes down to it, I would much rather come out here, work in a beautiful setting, than I would driving to Portland and working in an office."

To build up his business, Meng purchased a fleet of Doosan log loaders from Feenaughty Machinery, his local Doosan equipment dealer in Portland, Oregon, to help expedite log-loading and shovel-logging tasks.

"A safe and successful timber harvesting operation is dependent on the equipment that is used," Meng says. "And in this dangerous line of business, the machine needs to perform well under pressure, like a surgeon, when harvesting timber. Once I had demoed a Doosan DX300LL-3, I knew the machine was the right fit." This purchase led to a second Doosan purchase and then three more.

"The Doosan brand was relatively unknown to me and other loggers in the area at the time," Meng says. "In fact, I was one of the first customers to buy a Doosan DX380LL-5 log loader in the area. But, in the last four years, I've added four more machines to my fleet. I'm seeing Doosan orange on other logging sites."

Salvaging timber with ease

As an experienced logger, Meng has seen the progression of heavy equipment technology and how it has impacted the productivity of his crew. Previously, trees on steep slopes were felled by hand and harvested using cable yarder methods, making it a very dangerous profession. However, continuous improvements

Don Meng, owner of Meng Logging, with Bob Payton of Feenaughty Machinery.

> PRIOR TO USING DOOSAN LOG LOADERS, MY CREW WAS CONSTANTLY REPOSITIONING THE MACHINES. **I'VE FOUND DOOSAN MACHINES ARE VERY MANEUVERABLE, PLUS THEY HAVE SOLID HORSEPOWER AND STRENGTH,** MAKING IT EASY ON MY CREW TO EFFECTIVELY LOAD MORE.
>
> **– DON MENG** / Meng Logging

Staying content

Growing a bigger business is always better, right? Not for Don Meng. The Oregon-based logger takes comfort in knowing that he has six reliable employees and doesn't plan to grow larger. In fact, one employee has been with him for 27 years. What's his key to employee retention? Meng says he treats his employees like family and interacts with them outside of work, taking them out to dinner, having barbeques, and hosting Saturday morning safety meetings with breakfast.

in forest engineering and operations have helped maximize all aspects of the harvest, including worker productivity and safety.

"Today, we rarely have men on the ground," Meng says. "We strictly rely on the equipment to get the job done. I know that my men are going to be in a safer position in a machine than they would be on the ground."

Newer technology also means complying with ecological demands and being aware of fuel consumption, Meng adds. "Fuel consumption is always something I am thinking about," he says. "I really like the fact that I can run the Doosan machines for a lot longer than other competitive machines. I'm not burning near the fuel that I used to, plus it cuts down on environmental effects."

At the end of the shift, Meng and his crew make sure to fill up the machines with fuel, plus conduct other maintenance procedures to make sure the equipment is up and running the next morning.

"Every day after work, the machines are greased and checked over," Meng says. "We also change the oil and take care of other servicing needs, like fuels, oils and filters, as recommended by the manufacturer. Downtime costs money, so anytime we have a machine broken down we are losing production. And logging is a production game. The more loads a day we get out, the more money we are making."

Reliable equipment and keeping true to old-time values, such as closing a sale with a simple handshake, has proven to be very successful for Meng. In fact, he's been following this business practice for more than three decades, making a name for himself in the community. He has no plans to stop anytime soon.

"We enjoy living, working and raising a family in Molalla where logging was a way of life and a man's word was as good as a written contract," Meng says. "When I started my own logging business, I relied on truth and trust, and I will continue to operate on those values for years to come." DM

Visit **www.DoosanEquipment.com** and click on Log Loaders on the Products tab to learn more about Doosan® log loaders.

COST SAVINGS
PUSHES DEVELOPER TO EXPAND SERVICES

COMPANY INFO
Business: Aquilini Development
In business since: 2002
Location: Vancouver, British Columbia
Doosan machines: Four DA30-5 articulated dump trucks
Doosan dealer: Westerra Equipment

Why would a successful real estate developer take a risk by adding civil construction to its services lineup? The answer is simple: cost savings.

When Aquilini Development – a division of Aquilini Investment Group – added earthmoving services, it hired Kevin Clarke as vice president of civil and infrastructure to ensure the new work went smoothly. Clarke joined the company three years ago, bringing years of industry experience managing multiple construction projects at one time. "The civil and infrastructure aspect that I do with Aquilini Development includes any type of land development – from high-rise towers in Vancouver to urban developments such as single-family and multi-family projects," Clarke says. "It's a broad spectrum of the development business."

Aquilini Development, based in Vancouver, British Columbia, is following a trend in construction – doing its own earthmoving rather than hiring a general contractor.

"Self-performing on the civil side of things is becoming a pretty common entity these days," Clarke says. "I've been doing it myself for other companies for a number of years now, and most developers are recognizing that there's a lot of cost savings in doing it yourself."

Vancouver's rapidly growing real estate market has helped Aquilini Development's earthmoving service take off. "Vancouver has been a hidden gem for a long time, and it's really come into its own in the last 10 years," Clarke says. "The economy is booming right now and hopefully it keeps going. Right now, I have five projects in process, and they're spread across multiple years."

Mike Zsombor, Aquilini Development jobsite superintendent

Building a fleet

Recommending equipment purchases and managing a fleet are part of Clarke's many responsibilities. He enjoys working with equipment partners, including Westerra Equipment, the local Doosan® equipment dealer in the Vancouver area, to help Aquilini Development grow its fleet and gain more control over its jobsites.

In 2016, Clarke partnered with Westerra Equipment to rent three DA30-5 Doosan articulated dump trucks (ADTs) after jobsite superintendent Mike Zsombor heard about the ADTs from another local contractor. Aquilini Development needed the trucks to help with an extensive site preparation project near Tsawwassen, British Columbia.

"We contacted Westerra, and the sales specialist, Darren Sabatino, came back with some very decent rental rates," Clarke explains. "Last winter, we put a great deal together on three of the original trucks we rented, plus a fourth, and we came up with a price that we were happy with based on the number of hours that we'd put on these trucks. It was a smooth process, and we were pleased with the way it was handled. It was to our benefit because Westerra looked after us quite well from the money that had been spent last year on these trucks, so it made a ton of sense to do it."

Clarke says the 40-plus years that Doosan has been manufacturing ADTs played a part in the company's decision to purchase the four DA30-5 ADTs as did the equipment's productivity and ease of maintenance. "We really liked the power and the short turning radius of the Doosan trucks," Clarke says. "We wanted the trucks, so it was a matter of me convincing the Aquilini family that these were the trucks we wanted. They had been told that they should buy other brands. We sat down, and this is where Darren became very helpful, as we went through fuel consumption. The Doosan trucks are very comparable with other trucks but better on fuel. Mike knows how they've been running, and we know the exact amount of fuel that they're burning because they get fueled every day."

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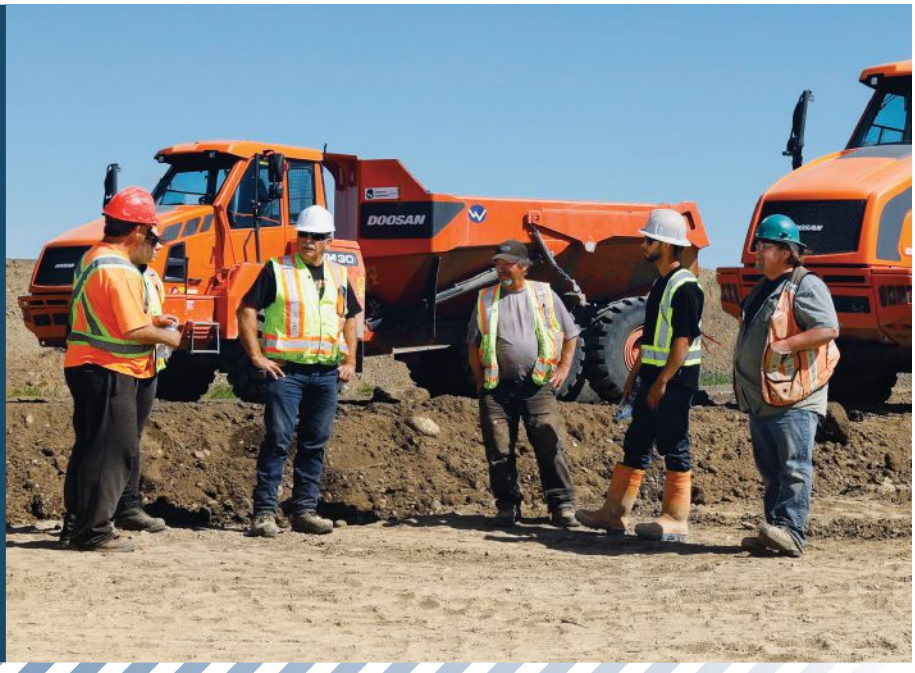
Tailgate meetings keep safety top of mind

Safety on the jobsite is paramount for Aquilini Development Group, and jobsite superintendent Mike Zsombor leads the way to ensure operators are following the proper procedures. “Mike takes our operators through a general overview of the trucks,” says Kevin Clarke, vice president of civil and infrastructure. “They have what they call ‘tailgate meetings’ every morning to discuss how they’re going to go about working – not just the truck drivers, but the excavator operators, too. They talk about where they’re working and where they’re hauling material to.”



Overcoming weather, soil issues

Wet weather coupled with poor soil conditions at the Tsawwassen Shores project caused ongoing project delays this past spring and summer. The development areas were previously dumping grounds for a variety of non-hazardous materials, including diverse soils, gravel and rock. “We needed sunshine and we needed wind because we could only get it structurally compacted if we had the dryness in it,” Clarke says. “If it had any moisture at all, it wouldn’t compact, so this year was a real struggle for us.”

Clarke says articulated dump trucks were the only feasible solution to move the material. “It had to be articulated dump trucks,” he says. “You couldn’t take regular highway trucks onto this jobsite; they would disappear. The operators worked 10-hour days, minimum, if the weather was good.”

Much of the work completed during phase two of the Tsawwassen Shores project was at a property just west of the Tsawwassen Mills shopping mall, not far from the Pacific Ocean and near the Tsawwassen main ferry terminal to Vancouver Island.

“There was a lot of preloading involved to compress the existing ground,” Clarke says. “Because it’s waterfront work, we were very close to sea level. We were trying to be efficient in that aspect of the existing material we have, and we continue to move from phase to phase. Part of that process is bringing it up to a flood plain elevation, so we structurally build up to that elevation and then preload it on top of that.”

Each Doosan® DA30-5 ADT can carry up to 21.9 cubic yards and travel up to 34 miles per hour, making them an efficient means of accomplishing bulk earthmoving tasks. “Last year we moved close to 500,000 cubic meters (653,975 cubic yards) of material, and it’ll be approximately the same this year,” Clarke says. “We carried the material up to a third of a kilometer (0.5 miles) in 2016, and in 2017 it was a little shorter haul.”

Crawler excavators paired with trenching buckets loaded the Doosan articulated dump trucks before they transported the materials to another area of the development. In addition to the excavators and trucks, Clarke says the company had several dozers on-site and a harrow with disks that helped dry the material quicker, if necessary.

At the waterfront project in Tsawwassen, Zsombor oversaw the daily construction development and appreciated the short turning radius of the Doosan ADTs. Clarke says that, despite the large size of the project, turnaround space is limited.

“It’s a tight site, which may sound funny,” he says. “We try only to drive in certain areas at any given time and also try to shorten up the haul. The quicker we can get turned around, the better off we are. It’s just part of earthmoving. Every site is different, but on this particular site, the tight turning radius is critical.” DM

Visit **www.DoosanEquipment.com** and click on the Articulated Dump Trucks link on the Products tab to learn more about the advantages of Doosan® ADTs.

UP-AND-COMING CONTRACTOR HAS TEXAS SEEING ORANGE

COMPANY INFO

Business: Oscar Orduño Inc.
In business since: 2014
Location: Irving, Texas
Doosan machines: Three DX140LC-5, 16 DX225LC-3 and one DX225LC-5 crawler excavator; two DL200-5, five DL200TC-3, one DL220-3 and four DL250TC-3 wheel loaders
Doosan dealer: R.B. Everett

Oscar Orduño could have easily followed in his father's footsteps by working in the bakery business. After all, Oscar came from a family of bakers. Both his grandfather and father owned bakeries in Mexico, and Oscar was destined to do the same. But the well-worn path wasn't for him. Today, he's the owner of a successful construction company, with 180 employees, working in the Dallas-Fort Worth area – one of the fastest-growing metropolitan areas in the United States.

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IF WE NEED HELP, THEY'LL BE THERE WITHIN THE SAME DAY, SOMETIMES WITHIN HOURS. STOPPING, FOR US, IS LIKE ANY OTHER COMPANY, YOU'RE LOSING PRODUCTION AND YOU'RE LOSING REVENUE. **HAVING A DEALER THAT CAN RESPOND IMMEDIATELY IS CRITICAL TO OUR SUCCESS.**

– OSCAR ORDUÑO / Oscar Orduño Inc.

After his parents sent him to Texas to live with an aunt, Oscar learned to speak better English, graduated from high school and enrolled at the University of Texas at Arlington School of Architecture. Two years into college, a good friend told him about a degree program that caught his attention – construction management.

"My friend told me what I could do with a degree in construction management," Oscar says. "He took me to a jobsite, and I realized that was truly what I wanted to do. Ever since I was a kid, I always wanted to build things."

It wasn't long after that Oscar transferred to Sam Houston State University in Huntsville, Texas, where he completed a bachelor's degree in construction management in 2005. That move set off a series of events that changed his life and opened new doors in the construction world.

Success comes quickly

After signing on with a local general contractor, Oscar's first project was supervising and managing the construction of a new Home Depot store in Houston. From there he went on to become a senior project manager for Craig Olden, a division of Hayward Baker. He gained valuable experience in temporary and permanent earth retention systems. He then took that knowledge and started his own company – Oscar Orduño Inc. – in 2014.

"I've always wanted to have my own company," he says. "The first six months to a year were very tough. I have a special affection for the guys that joined me when I had six months into the business. It's a family-oriented business. Our employees have bonded together as a group."

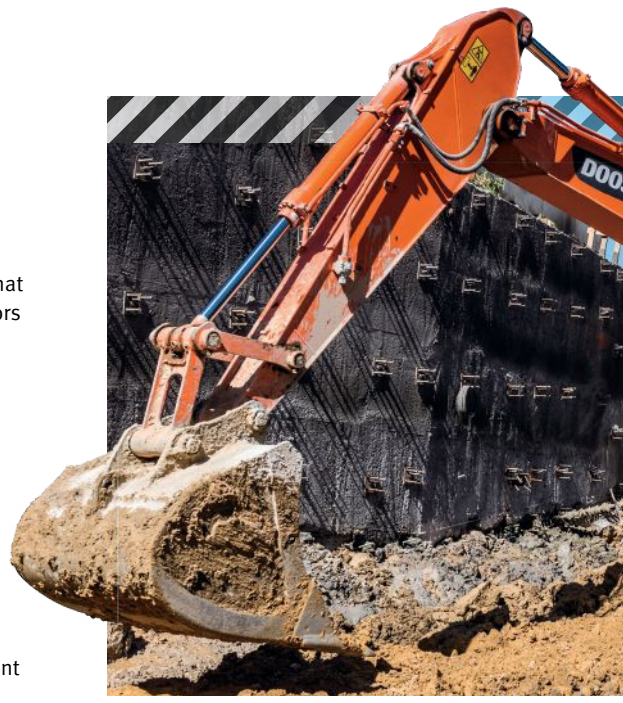
Many of Oscar's earth retention projects are for underground parking structures and support for high-rise buildings with underground structures.

"There are only a few companies based in Texas that can do the type of work we do – construction of underground structures on the commercial side, and temporary retention systems for highway expansions and bridge constructions," he says.

The company builds permanent retaining walls, too. Many of the construction projects are located in the expanding Dallas and Austin areas, and Oscar routinely has 16 projects in progress at any given time. After just three years in business, his company has already completed 50 projects with over 100 projects in progress.

Growing with Doosan

One of the first pieces of equipment Oscar needed for earth retention projects was a specialty drill attachment powered by the hydraulics on a Doosan® crawler excavator. Oscar turned to a company called REV Drill, coincidentally a large purchaser of Doosan excavators, to rent one of its drills and a Doosan excavator. This was his first



experience with the equipment brand, and it made such an impression on him that today it's the only brand of crawler excavator in his fleet.

"I received a lot of great feedback from our operators and our superintendents about the Doosan equipment," he says. "We were pleased with the hydraulic performance from Doosan machines."

Oscar's business quickly took off. Shortly after he rented and eventually purchased his first Doosan excavator, he needed a second machine, then a third and so on. In 2015, Oscar initiated a relationship with the local Doosan dealer, R.B. Everett, and in just three years, Oscar Orduño Inc. has purchased 32 Doosan machines – a combination of crawler excavators and wheel loaders – making him one of the largest, if not the largest, individual owner of Doosan equipment in North America. His primary machines are the DX225LC-3 and DX225LC-5 crawler excavators; however, last year he purchased three DX140LC-5 excavators.

"During the transition to the '-5' version, the hydraulic performance of the DX140LC-5 excavators was boosted, and it allows us to use the smaller machines to accomplish much of the same work done by the larger DX225LC-5," he explains.

In addition to the crawler excavators, the company owns a variety of Doosan wheel loaders, including tool carrier iterations, for jobsite support. He says the wheel loaders, fitted with a quick coupler and paired with a bucket or pallet fork, are instrumental in

Orange, orange everywhere

If you pull up to a construction project where Oscar Orduño's crews are working, you can't help but see orange. That's because Oscar keeps his equipment freshly painted in a signature orange, including his trucks, bulldozers, grouting equipment, water tanks and more. Even his operators wear orange jackets on the jobsites. The color is both functional – keeping workers visible and safe on the jobsite – and a personal favorite of Oscar's, highlighting his affinity for Doosan® construction equipment and his alma mater, Sam Houston State University.

"Pretty much every piece of equipment that we have on our projects is painted orange," he says. "I think the color stands out nicely on our projects."

What did he say to the sales specialist who sold him his dozers? "I told him, do you know that your equipment is fixin' to get painted orange?" Oscar says. Oscar lived up to his promise and painted the dozers orange to match his Doosan machines.

moving materials around the jobsites and are doing dirt work that was previously outsourced to other companies.

"There are some projects where our clients have asked us to perform the excavation and pile the material that gets removed from the jobsite," he says. "Having our Doosan wheel loaders allows us to take care of those needs. It's a big advantage. We're able to not only do what's needed for our retention work, but we can perform work previously done by other companies. It's a cost savings and a time savings for the clients and us."

One of Oscar's key indicators of his Doosan equipment's performance is fuel efficiency. His excavator and wheel loader operators track how much fuel each machine burns each day. He says his Doosan excavators and wheel loaders provide exceptional fuel efficiency to help keep his operating costs down.

"My Doosan equipment performs very well, especially for the type of work we do," he says. "My excavator operators tell me the machines are fast, and speed is important for our production. Plus, the Doosan wheel loaders have the lifting capacity and speed we need to load and unload our materials quickly. I don't see a need for switching brands because the performance of the Doosan equipment is excellent for us."

Another benefit to owning and operating only one brand of excavators and wheel loaders is the consistency and familiarity for the operators. It's much simpler for an operator to transition from one jobsite to the next when the machines are all the same brand and function similarly.

"My operators can go from one jobsite to another and use the same type of machine," Oscar says. "That minimizes them not knowing how to properly operate the equipment. That's another advantage of being consistent with the Doosan brand."

Unmatched support

The business partnership between Oscar Orduño Inc. and R.B. Everett goes much deeper than just buying construction equipment.

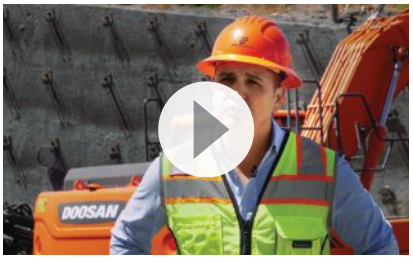
"Doosan and R.B. Everett have been a big part of our ability to grow," Oscar says. "It's difficult for startup companies to get this level of commitment or support from an equipment dealer. I feel like they're a partner to us and they have shown that throughout our relationship."

In fact, as his construction equipment inventory increased, the dealership's service department ramped up with additional mechanics, even allocating one mechanic almost exclusively to Oscar's business.

"If we need help, they'll be there within the same day, sometimes within hours," he says. "Stopping, for us, is like any other company – you're losing production and you're losing revenue. Having a dealer that can respond to issues immediately is critical to our success on schedule-driven projects."

In addition to parts and service support, the dealer has worked with Oscar and his staff on training opportunities. Employees have visited the dealership for equipment training sessions, and R.B. Everett staff even helped Oscar's safety manager develop specific training materials for the company's Doosan machines, based on the material presented in the Operation & Maintenance Manual.

Keeping life in balance is paramount to Oscar, and he can do that with the help of his Doosan equipment. He doesn't let himself get overburdened with the stresses of owning a large construction firm. Instead, he makes a point of including personal fitness and exercise in his daily routine. While he chose a different career path than the family tradition, Oscar still helps his wife, Odette, run the bakery to take his mind off his construction projects. DM



Visit **www.DoosanEquipment.com/Orduno** to watch a video of Oscar Orduño and hear firsthand how he's grown his company with the help of Doosan® equipment.

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